

ProQuest Search

Databases Selected:

☒ [ABI/INFORM Dateline](#) (ID 5921)

Business, Economics: local and regional business publications

Search a unique resource focusing on hard-to-find local and regional business news coverage of large corporations, privately held companies, local start-ups, executive profiles, marketing, finance, and industry news. Provides access to business information not typically found in national news sources. Contains news and analysis, information on local markets, and more gathered from major business tabloids, magazines, daily newspapers, wire services, and city, state, and regional business publications. [more info...](#)

Coverage: 1985-current | [View titles](#)

☒ [ABI/INFORM Global](#) (ID 3)

Business, Finance, Economics: journals, company profiles, Wall Street Journal

Most scholarly and comprehensive way to explore and understand business research topics. Search nearly 3000 worldwide business periodicals for in-depth coverage of business and economic conditions, management techniques, theory, and practice of business, advertising, marketing, economics, human resources, finance, taxation, computers, and more. Expanded international coverage. Fast access to information on 60,000 + companies with business and executive profiles. Now includes The Wall Street Journal. [more info...](#)

Coverage: 1971 - current | [View titles](#)

☒ [ABI/INFORM Trade & Industry](#) (ID 5820)

Business, Economics: trade and industry periodicals

Search more than 1200 business periodicals with a trade or industry focus. Provides users with the latest industry news, product and competitive information, marketing trends, and a wide variety of other topics. Contains publications on every major industry, including finance, insurance, transportation, construction, and many more. [more info...](#)

Coverage: 1971 - current | [View titles](#)

☒ [Accounting & Tax](#)

Comprehensive coverage of accounting and tax topics appearing in key industry publications and newspapers. The quintessential accountant's database.

Coverage: varies | [View titles](#)

☒ [Accounting & Tax Newspapers](#) (ID 4023)

Accounting, Taxation, Finance: newspapers

Search newspapers for the latest accounting and tax news.

Coverage: 1971 - current | [View titles](#)

☒ [Accounting & Tax Periodicals](#) (ID 5)

Accounting, Taxation, Finance: journals, magazines, reports

Comprehensive coverage of key scholarly and industry publications and newspapers. National and international in scope, key publications focus on accounting policies and standards, state and national tax legislation, corporate and individual taxation, compensation and pension plans, and corporate financial management, as well as profiles of accounting firms, CPAs, and management consulting firms. Coverage: 1905 - current [more info...](#)

Coverage: 1905 - current | [View titles](#)

☒ **Banking Information Source** (ID 6)**Banking, Finance: journals, magazines, newsletters**

Search essential banking industry publications providing information about the financial services industry, banking, and industry trends. [more info...](#)

Coverage: 1971- current | [View titles](#)

☒ **Business Dateline** (ID 4)**Business, Economics: local and regional publications and newspapers**

Search a unique resource focusing on local, company-specific material that gives business researchers access to hard-to-find local and regional business news and analysis. Comprehensive local and regional business news coverage of large corporations, privately held companies, local start-ups, executive profiles, marketing, finance, and industry news. Provides information not typically found in the national news sources. [more info...](#)

Coverage: 1971 - current | [View titles](#)

☒ **Canadian Newsstand**

Canadian Newsstand offers unparalleled access to the full text of Canadian newspapers.

Coverage: varies | [View titles](#)

☒ **Canadian Newsstand Complete** (ID 18442)

Complete Canadian newspaper coverage from Prince Edward Island to Yukon Territory. [more info...](#)

Coverage: varies | [View titles](#)

☒ **Career and Technical Education** (ID 3360)

Search vocational and technical periodicals covering all aspects of the Vo/Tech curriculum. [more info...](#)

Coverage: 1991 - present | [View titles](#)

☒ **CBCA Complete** (ID 14480)**General Reference: Journals, magazines, newspapers, newsletters, newswires**

This product includes all the content present in the Canadian Business & Current Affairs (CBCA) databases. Subject coverage is comprehensive. Information is present from all areas including: current events, business, education, science and medicine, arts, law, academia, and lifestyles, all with a Canadian focus. Full text is available within these areas. CBCA Complete is ideal for anyone interested in Canada. [more info...](#)

Coverage: varies | [View titles](#)

☒ **Criminal Justice Periodicals** (ID 4385)

Search a comprehensive collection of U.S. and international criminal justice journals including information for professionals in law enforcement, corrections administration, drug enforcement, rehabilitation, family law, and industrial security. [more info...](#)

Coverage: 1981 - present | [View titles](#)

☒ **Dissertations & Theses**

Doctoral dissertations and master's theses are a vital fund of scholarship for any discipline. The massive body of work available through ProQuest Dissertations & Theses (PQDT) represents the most comprehensive source of academic research in the world.

Coverage: varies

**Dissertations & Theses: Full Text** (ID 15119)

With more than 2.4 million entries, the ProQuest Dissertations & Theses (PQDT) database is the most comprehensive collection of dissertations and theses in the world. UMI offers over 2 million titles for purchase in microfilm or paper formats. More than 930,000 are available in PDF format for immediate free download, and an average of 2,000 new PDFs are added to the database each week. [more info...](#)

Coverage: 1637 - Current

**Hoover's Company Records** (ID 11570)**Business, Economics, Finance: reference**

Find up to date proprietary editorial content covering more than 40,000 public and non-public companies and 225,000 key executives. Hoover's, widely recognized as a leading provider of corporate data, delivers in depth industry analyses, information on a company's location, summary financials, top competitors, top officers, and more. [more info...](#)

Coverage: varies | [View titles](#)

Medical Evidence Matters**Medicine: Evidence-Based**

A database designed to allow users to assess therapy options for known medical conditions by comparing outcomes from the peer-reviewed literature. [more info...](#)

Coverage: varies

**Nursing & Allied Health Source**

Search full-text journals and dissertations in ProQuest Nursing & Allied Health Source alongside Systematic Reviews, Evidence Summaries, and Best Practice Information Sheets from the renowned Joanna Briggs Institute.

Coverage: varies | [View titles](#)

**ProQuest Nursing & Allied Health Source** (ID 5441)**Nursing, Allied Health: Journals, Magazines, Dissertations**

Find complete, full-text information from leading nursing, allied health, and related publications. Designed to meet the needs of researchers at health-care facilities as well as students enrolled in nursing and allied health programs at academic institutions. [more info...](#)

Coverage: varies | [View titles](#)

**Pharmaceutical News Index** (ID 2)

Search the definitive database of pharmacological news, research, and regulatory information. Covers the most important specialized publications in the pharmaceutical, health care, biotechnology, and medical device industries. [more info...](#)

Coverage: varies | [View titles](#)

**ProQuest Asian Business and Reference** (ID 2362)**Business, Finance, Economics: journals, magazines**

Find the latest business and financial news from the Eastern Hemisphere. Covers Asian business and financial information from key international publications including Far Eastern Economic Review, Asiaweek, and many more. [more info...](#)

Coverage: 1971 - present | [View titles](#)

**ProQuest Biology Journals** (ID 5442)**Science, Biology: Journals and magazines**

Search full-text journals in the life sciences. [more info...](#)

Coverage: 1998 - current | [View titles](#)

☒ **ProQuest Central** (ID 25443)

ProQuest Central is the largest multidisciplinary database with over 12,665 titles, with over 9,745 titles in full-text. It serves as the central resource for researchers at all levels in all markets. Over 160 subjects areas are covered extensively in this product including business and economics, health and medical, news and world affairs, technology, social sciences and more.

Coverage: varies | [View titles](#)

☒ **ProQuest Computing** (ID 3194)**Science, Technology: Journals and magazines**

Search top computing journals in full text for research on subjects such as database design, software development, web commerce, LANs, WANs, Intranets, and the Internet. [more info...](#)

Coverage: 1998 - current | [View titles](#)

☒ **ProQuest Education Journals** (ID 7262)

Search the leading full-text journals in education and related fields. [more info...](#)

Coverage: 1988 - present | [View titles](#)

☒ **ProQuest European Business** (ID 2382)**Business, Finance, Economics: journals, magazines**

Find the latest European business and financial information. Includes quality resources such as The Economist, Fortune, European Business Journal, and many more.

Coverage: 1971 - present | [View titles](#)

☒ **ProQuest Family Health** (ID 18044)**Health: Journals, Magazines**

Find complete, full-text information from covering numerous aspects of family health from sports injuries to women's health, from food and nutrition to midwifery, from eye care to dentistry.

Coverage: Varies | [View titles](#)

☒ **ProQuest Health and Medical Complete** (ID 4795)**Health, Medicine: Journals, Magazines**

Designed to serve a wide range of people who need health information -- from hospital administrators to medical professionals to consumers. The database provides coverage from leading health journals and essential medical journals in key medical specialties. [more info...](#)

Coverage: varies | [View titles](#)

☒ **ProQuest Military Collection** (ID 6960)

Search a comprehensive collection of material on military subjects such as defense, aeronautics and space flight, civil engineering, political science, and more. [more info...](#)

Coverage: varies | [View titles](#)

☒ **ProQuest Newspapers**

Search the full collection of newspapers.

Coverage: varies | [View titles](#)

**ProQuest Newsstand** (ID 1906)

Full text of 300+ U.S. and international news sources. Includes coverage of 150+ major U.S. and international newspapers such as The New York Times and the Times of London, plus hundreds of other news sources and news wires. [more info...](#)

Coverage: varies | [View titles](#)

**Advocate** (ID 13475)

Selectable newspaper subset. [more info...](#)

Coverage: varies | [View titles](#)

**Chicago Tribune** (ID 541)

Provides reporting and analysis of regional, national, and international news. [more info...](#)

Coverage: 1985-current | [View titles](#)

**Greenwich Time** (ID 13474)

Selectable newspaper subset.

Coverage: varies | [View titles](#)

**Hartford Courant** (ID 999)

Daily newspaper from Hartford, Connecticut. [more info...](#)

Coverage: 1992-current | [View titles](#)

**Los Angeles Times** (ID 603)

Major daily newspaper from Los Angeles. With the nation's largest editorial department, it offers extensive coverage of national, international, and local news. [more info...](#)

Coverage: 1985-current | [View titles](#)

**Morning Call** (ID 1084)

Daily newspaper from Allentown, Pennsylvania. [more info...](#)

Coverage: 1984-current | [View titles](#)

**Newsday** (ID 1073)

Newspaper reporting on news and events in the New York City area. [more info...](#)

Coverage: 1985 - Current | [View titles](#)

**Orlando Sentinel** (ID 1004)

Daily newspaper from Orlando, Florida. [more info...](#)

Coverage: varies | [View titles](#)

**Sun Sentinel (Ft. Lauderdale)** (ID 1009)

Daily newspaper from Fort Lauderdale, Florida. [more info...](#)

Coverage: varies | [View titles](#)

**The Sun, Baltimore** (ID 576)

Daily newspaper from Baltimore, Maryland. [more info...](#)

Coverage: 1990-current | [View titles](#)

☒ **ProQuest Psychology Journals** (ID 5440)**Psychology: Journals, Magazines**

With complete full-text coverage from top psychology and related publications, this database meets the needs of both students and mental-health professionals. [more info...](#)

Coverage: varies | [View titles](#)

☒ **ProQuest Religion** (ID 3315)

Search a comprehensive collection of journals covering religious issues and perspectives, including religious news and information, commentary on topics of general interest from the perspective of a particular religion, and formal theological studies. [more info...](#)

Coverage: 1986 - present | [View titles](#)

☒ **ProQuest Science Journals** (ID 9063)**Science, Technology: Journals and magazines**

Search full text and images for the leading periodicals in science and technology. Subject coverage includes computers, engineering, physics, telecommunications, and transportation. [more info...](#)

Coverage: 1994 - current | [View titles](#)

☒ **ProQuest Social Science Journals** (ID 9065)

Search full-text periodicals covering the social sciences. [more info...](#)

Coverage: varies | [View titles](#)

☒ **ProQuest Telecommunications** (ID 3214)**Science, Technology: Journals and magazines**

Search the full text of top telecommunications industry publications. Includes magazines, journals, and newsletters for the latest in this fast changing industry. [more info...](#)

Coverage: 1995 - current | [View titles](#)

☒ **Research Library** (ID 4138)

Search for coverage of a broad range of subjects including arts, business, children, education, general interest, health, humanities, international, law, military, multicultural, psychology, sciences, social sciences, and women's interests. [more info...](#)

Coverage: 1971 - present | [View titles](#)

☒ **Snapshot Series** (ID 14482)**Worldwide market data for a broad range of industries and regions**

Snapdata International Group is the only market research company to specialize in top-line international market research overviews. The Snapshot International Group Series of 4,600 reports is designed to provide an instant overview of a market, and the data is supplied in both graphical and tabular format for ease of interpretation and analysis. All data is compiled in house by the Snapdata Research Department, an international team of research experts.

Coverage: 2001 - current | [View titles](#)

Search term:

631 documents found for: *TEXT("product information") AND TEXT(order or invoice) AND TEXT("electronic commerce") AND PDN(<9/21/1998)*

REFINED SEARCH.....

Search term:

162 documents found for: *TEXT("product information" AND "electronic commerce") AND TEXT(order or invoice) AND TEXT(IBM) AND PDN(<9/21/1998)*

(The first 50 documents are cited below)

-
1. Alan Radding. The fastest route to the Web. Midrange Systems. 1998 Mar 23;11(4): 33-34. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 28257722.

According to projections from International Data Corp., by 2001 the number of Web users will reach 300 million, up from 32 million in 1996, and 80% of commerce transactions will be completed over the Web rather than by fax or phone. Those transactions will total \$220 billion, up from \$2.6 billion in 1996. For AS/400 shops, the problem becomes how to get on the Web. Since the release of OS/400 V4R1, the AS/400 has met all the requirements for Web serving. IBM introduced a series of AS/400 machines for Web serving - the e-Series - but AS/400 shops need not upgrade to the latest AS/400 e-series machines to capitalize on the Web, although they will need an AS/400 running V3R2 at a minimum. AS/400 managers will find a wide range of Web-serving options ranging from simple screen scraping to sophisticated n-tier development using Web servers and database servers.

2. Belford, Terrence. Rise of e-merchant class. Financial Post (Index-only). 1998 Mar 14 R28. In: CBCA Complete [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 485563151.

Heck, the Rothschilds in London made a killing on the markets following the battle of Waterloo because they had a private signal system in place on the Continent. When Wellington shut out Napoleon in a farmer's field in Belgium, that signal system flashed the news from beacon to beacon all the way to England.

"Mbanx digital certificates are 1,024-bit encrypted, an amazing level of coding. Not only that, but the bank's electronic transaction messages, the signatures and the electronic envelopes that surround the message are encrypted, too. So the bank can tell if the message was received, if it was tampered with, en route or at the recipient's end.

"The only way to deal with that demand for speed has been going to e-commerce," says [Colin Henderson]. "The result has been blazing speed for Canadian transactions - a cheque deposited in Toronto at 3 p.m. can be debited to a B.C. account the same day. But transborder exchanges take place at a snail's pace.

3. Business Editors & Computer Writers. IBM Commerce Server Family Extends E-Business to Companies of All Sizes; New Commerce Framework Allows for More Customized Applications. Business Wire. 1998 Mar 9 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27018422.

(BUSINESS WIRE)--March 9, 1998--At Spring Internet World, IBM today announced the availability of a family of commerce servers that make it possible for companies of all sizes to reap the rewards of e-business. With two new versions of IBM Net.Commerce(a) and a new version of Lotus Domino.Merchant(a), IBM offers three solutions tailored to meet the individual needs of e-businesses that want to begin conducting secure electronic commerce.

In addition, IBM announced a commerce extensibility framework, a set of open programming interfaces that make it easy for customers and other software vendors to develop seamless, realtime linkages between Net.Commerce and other applications. Based on Java, the framework includes a set of adapters between Net.Commerce and other business systems, such as inventory management systems. Enterprise resource planning (ERP) software vendors are using the framework to link their applications with Net.Commerce so that customer, order, product information and transactions flow smoothly between the two systems.

"The commerce extensibility framework will make it significantly easier to integrate Net.Commerce into all of the existing systems that companies use today to run their businesses. And with our family of commerce servers, IBM now offers a scalable, flexible solution for every size and type of e-business that wants to take advantage of the tremendous opportunity to reach new and existing customers through the Internet," said Karl Salnoske, general manager of electronic commerce, IBM Internet Division. "Whether a customer is just getting started or in need of a full-function electronic commerce Web site that links all of their other business systems, IBM has the right commerce server solution." COMMERCE SERVER FAMILY Lotus Domino.Merchant 2.0 Server Pack

4. Business Editors. Applied Intelligence Group, Inc. Secures Financing with IBM Credit Corp. and a Commercial Lender. Business Wire. 1998 Apr 14 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 28612725.

EDMOND, Okla.--(BUSINESS WIRE)--April 14, 1998--Applied Intelligence Group, Inc.(NASDAQ: IQIQ) www.aig.vialink.com, announced today the closing of two commercial credit facilities, providing up to \$2 million of financing.

Applied Intelligence Group, Inc., closed a special hardware and equipment sales financing arrangement of up to \$1,000,000 with IBM Credit Corp, whereby the Company may finance directly through IBM Credit Corp for sales of large point-of-sale systems, or other large computer hardware orders by its clients.

5. Business Editors. Daisytek Improves SOLOnet Online Ordering System; Resellers Get The Right Stuff for Electronic Commerce. Business Wire. 1998 May 5 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29233059.

WASHINGTON, D.C.--(BUSINESS WIRE)--May 5, 1998--Daisytek International Corporation (Nasdaq:DZTK) announced at the company's Computer Supplies Expo '98 (CSE '98) the enhancement of its corporate Web site and online ordering system -- SOLOnet, which will be available June 1.

The redesigned 2.0 version of the SOLOnet Web site provides enhanced ordering tools and a wealth of industry information for resellers. New features include intelligent search functions, cross-sell and up-sell capabilities, real-time sales tax calculations, shipping and handling calculations, and the ability to check order status and account information. SOLOnet's exclusive 10-point tracking system enables resellers to monitor orders from entry to actual delivery. New information-based features on the site include industry news and an events calendar, as well as a TekDesk where users will find MSDS (Material Safety Data Sheets), product specification sheets and links to manufacturers. All of these features are packaged inside a new user-interface designed to help customers navigate faster.

6. Business Editors. Former Microsoft Executive to Head Shopping Community, Inc. Business Wire. 1998 Mar 23 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27687442.

Shopping Community, Inc., a newly-formed E-commerce software developer, today announced it has appointed Raymond Falkner to the position of president and chief executive officer. Shopping Community was created to develop new ways for shoppers to find and purchase goods and services over the Internet via a new E-commerce search engine providing a "community shopping" type environment. IDC projects the E-commerce market to grow to \$300 billion by the year 2002 and Shopping Community is poised to become recognized as a premier player to the vast majority of Internet users in this area.

7. Business Editors. IBM Internet Commerce Offerings Accelerate Move to E-Business. Business Wire. 1998 Mar 9 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27018408.

IBM today announced a range of new e-business offerings designed to exploit customers' current investments and help move their businesses to the Web. Included in the announcements made at Spring Internet World, is the general availability of a robust family of commerce servers and expansion of the CommercePOINT(a) payment family of products to multiple platforms. IBM also announced a new framework designed to allow developers to more quickly integrate IBM Net. Commerce(a) with their enterprise resource planning applications.

Three new commerce servers, now available, each targeted to specific customer e-commerce needs include: Lotus Domino.Merchant 2.0 Server Pack provides everything that small but growing organizations need -- including the powerful Domino web server -- to customize comprehensive electronic commerce solutions quickly and easily. Domino.Merchant 2.0 Server Pack will ship at the end of March. Net.Commerce START includes the commerce server plus Store Creation Wizard, IBM CommercePOINT eTill for online payments using the Secure Electronic Transaction SET protocol, Domino.Web(a) and Lotus Go Server(a) compatibility. Net.Commerce START is offered with SmoothSTART, a service aimed at small-to-medium-sized businesses that choose IBM Global Services(a) or an IBM Business Partner to help implement their e-commerce site quickly. Net.Commerce PRO for large enterprises building next-generation Web sites with more sophisticated commerce features including flexibility, enhanced functionality and the ability to integrate into existing core business systems. Net.Commerce PRO comes packaged with Net. Commerce START and:

IBM announced expanded availability of the CommercePOINT payment family of products, providing its online cash register, IBM CommercePOINT eTill, on the IBM OS/390(a) and SunSolaris(b) platforms, and IBM CommercePOINT Gateway, which offers security for online credit card processing between financial institutions and merchants, on OS/390. By broadening the availability of these payment products, IBM helps customers conduct more secure electronic commerce on multiple platforms.

8. Business Editors. Industri-Matematik International (IMI) Announces Support for IBM AIX 4.3 Operating System. Business Wire. 1998 Jun 8 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30030823.

Industri-Matematik International Corp. (IMI) (NASDAQ NM: IMIC) today announced its System ESS supply chain management software will support AIX 4.3, IBM Corp.'s award-winning UNIX operating system. Together, System ESS and AIX software meet the high-performance, order fulfillment needs of global companies. These capabilities are critical as supply chain applications open up further to demanding computing environments such as the Internet and Electronic Commerce. They will be demonstrated at the fourth annual IMI Americas User Conference being held in Palm Beach, Fla.

"With its proven support for complex supply chains, IMI's System ESS addresses global order fulfillment requirements to help companies grow market share and claim a premium price through service excellence," said Miles Barel, software product marketing manager, IBM RS/6000. "The combination of System ESS and the AIX platform enables organizations to support high transaction volumes and distributed users, as well as fast response times during the complete life cycle of customer orders."

9. Business Editors. REPEAT/Industri-Matematik International Announces Support for IBM AIX 4.3 Operating System. Business Wire. 1998 Jun 8 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30030884.

Industri-Matematik International Corp. (IMI) (NASDAQ NM:IMIC) today announced its System ESS supply chain management software will support AIX 4.3, IBM Corp.'s award-winning UNIX operating system. Together, System ESS and AIX software meet the high-performance, order fulfillment needs of global companies. These capabilities are critical as supply chain applications open up further to demanding computing environments such as the Internet and Electronic Commerce. They will be demonstrated at the fourth annual IMI Americas User Conference being held in Palm Beach, Fla.

"With its proven support for complex supply chains, IMI's System ESS addresses global order fulfillment requirements to help companies grow market share and claim a premium price through service excellence," said Miles Barel, software product marketing manager, IBM RS/6000. "The combination of System ESS and the AIX platform enables organizations to support high transaction volumes and distributed users, as well as fast response times during the complete life cycle of customer orders."

10. Business/Technology Editors. Industri-Matematik International Teams with IBM to Advance E-Business Solutions; New Initiative to Make IMI Web-enabled Order Fulfillment Software Compatible With IBM Net. Commerce Solution. Business Wire. 1998 Jul 15 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32011347.

(BUSINESS WIRE)--July 15, 1998--Today at Internet World, Industri-Matematik International Corp. (NASDAQ NM:IMIC) announced a strategic initiative with IBM to enable companies to build comprehensive e-business solutions that combine Web merchant sites with software for efficiently managing high-volume order fulfillment environments. The solution will provide a fast and easy way to build customer response centers on the Web that can profitably fulfill orders from customers anywhere in the world.

Under the agreement, IMI System ESS supply chain management software will be made compatible with IBM Net.Commerce merchant server software. When used together, the systems will deliver an e-business solution with complete order management capabilities, including advanced order entry and tracking, customer profiles, price and promotion management and distribution management, to tailor fulfillment processes to the needs of individual customers. The solution will integrate with legacy and enterprise resource planning (ERP) systems, including trading partner systems, for communication and information sharing across the supply chain. It provides an e-business environment well-suited for both business-to-business and business-to-consumer applications.

11. Business/Technology Editors. Industri-Matematik International, Frontec Team to Deliver Integrated Supply Chain Solutions. Business Wire. 1998 Jun 8 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30014360.

Industri-Matematik International Corp. (IMI) (NASDAQ NM:IMIC) and Frontec Inc. today announced a strategic development and marketing alliance to help companies leverage IMI's supply chain capabilities through other enterprise business applications at the fourth annual IMI Americas Users Conference being held in Palm Beach, Fla.

"Our customers want to leverage the strategic information maintained in IMI supply chain software with other business applications - including legacy systems, SAP and J.D. Edwards - in real-time across multiple platforms in an event-driven environment," said Per-Olof Ekholtz, vice president, product marketing at IMI. "Our capabilities, combined with those from Frontec, create a dynamic partnership that provides customers with pre-tested integration software, an extensible toolset and the expertise to quickly integrate IMI applications across multiple environments."

Working with Frontec, IMI will provide a universal System ESS interface for integration with other business applications such as SAP, J.D. Edwards, Manugistics, IBM's MQ Series, legacy systems and electronic commerce software. IMI will also provide specific application-level interoperability capabilities that enable direct integration between System ESS and applications such as SAP R/3. IMI and Frontec will jointly market these capabilities, which will be supported by IMI's worldwide professional services organization and IMI systems integration partners.

12. Business/Technology Editors. Intelisys and Open Market Team to Facilitate Electronic Commerce for Small and Mid-Sized Suppliers; New Software Complies With the Open Buying on the Internet -OBI- Standard. Business Wire. 1998 Mar 2 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 26856111.

(BUSINESS WIRE)--March 2, 1998--Intelisys Electronic Commerce, LLC, a premier electronic commerce solutions provider for business-to-business procurement and Open Market, Inc.

(NASDAQ: OMKT), a leading provider of Internet commerce software, today announced their intent to develop a new product and service offering that will allow small and mid-size suppliers to efficiently do business over the Internet.

The new software and service offering, IEC-SupplyNet(tm), is expected to allow suppliers of any size to integrate their sales channels into the procurement systems of Global 2000 corporations. IEC-SupplyNet(tm) is based on the Open Buying on the Internet (OBI) standard, and will combine Open Market's award-winning Internet commerce software, Transact(tm) with OBI to allow suppliers to do business electronically with any OBI-based procurement system, including those available or under development from other electronic procurement providers.

"Intelisys is committed to providing large buying organizations with electronic access to all of their suppliers, regardless of their size or technological sophistication. By commerce enabling these suppliers, we are helping buying organizations -- with any type of electronic procurement system, not just our IEC-Enterprise(tm) product -- to dramatically reduce their costs of procurement," said Robert Barnes, vice president, product development and marketing at Intelisys. "IEC-SupplyNet (tm) also gives suppliers a low cost, OBI-based solution to their Web sales needs."

13. Charles Perrottet. Technology: Is it the rue of agents? LIMRA'S MarketFacts. 1998 Jul 1;17(4): 35. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 42010901.

14. Clinton Wilder. Peer into the Net's Future. InformationWeek. 1998 May 4(680): 6ER-11ER. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29514172.

Walter Forbes of Cendant Corp., Jerry Michalski of Release 1.0, John Patrick of IBM, and Walid Mougayar of CyberManagement Inc. and author of Opening Digital Markets offer predictions on the future of the Internet. According to Forbes, the Internet may speed the end of mass marketing, but it will be a boon for massive marketers who know how to do it right. He predicts huge potential for intelligent agents that will, in essence, do users' Web shopping for them. Michalski envisions the 21st-century Internet as Marshall McLuhan's global village come true. Barriers to interpersonal communications will fall away. Patrick foresees many other industries following the lead of automakers with ANX and computer-products makers and distributors with Rosetta Net, a similar initiative to define industrywide standard-data formats for e-commerce. Mougayar predicts that companies in all industries will face immediate trouble in the 21st century if they begin it with less than 25% of their revenue directly dependent on electronic commerce channels.

15. David Jastrow. CompTIA tackles E-commerce issue. Computer Reseller News. 1998 Jun 1(791): 61. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29858766.

The Computing Technology Industry Association has named IBM Corp. executive David Williams to run its Electronic Commerce Standard Board. The board is grappling with issues that affect every reseller, namely, the proper use, the long-term benefits and the side effects of electronic data interchange.

16. Edwin Powell. Electronic commerce: Web-based businesses are booming. Office Systems. 1998 Sep 1;15(9): 12-15. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 34467683.

As computers and Internet access have become more commonplace, online shopping has become a natural extension to ordering by phone or filling out paper order forms from catalogs. Online commerce offers a number of advantages over other forms of shopping for both businesses and consumers. It allows consumers to obtain detailed product information almost instantly and place and track orders 24 hours a day, 7 days a week. The Internet is becoming more and more popular for business-to-business transactions. United Parcel Service is promoting e-commerce through a new Website (www.ec.ups.com). The site provides background on e-commerce tools and strategies ranging from simple entry-level software to advanced solutions that integrate a company's entire business process.

17. Garrett Michael Hayes. E-commerce gets easier. Computerworld. 1998 Aug 3;32(31): 62-65. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32577689.

A maturing class of server products has emerged in the past 2 to 3 years designed to handle many of the more complex tasks of setting up electronic commerce sites. Three such products are reviewed: 1. IBM Corp.'s Net.Commerce Pro, 2. Microsoft Corp.'s Site Server Commerce Edition, and 3. Open Market Inc.'s Transact and Live Commerce. Setting up a storefront with Net.Commerce Pro was not particularly difficult, and the only serious complaints were about screen arrangements. Site Server is more of a tool set, intended to be a development platform upon which large companies may build highly specialized sites requiring a custom development project. With the Open Market products, users can build custom storefronts with a proprietary scripting language, defining screen areas, table spaces, display of controls and the like. The ability to do online inquiries into customer status and individual orders was excellent with the Open Market products.

18. John Evan Froom. The Market Takes Shape :[1]. InternetWeek. 1998 Mar 23(707): PG51. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 57765425.

19. John Evan Froom. The Market Takes Shape :[2]. InternetWeek. 1998 Mar 23(707): PG51. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 57765431.

20. John Evan Froom. The Market Takes Shape :[3]. InternetWeek. 1998 Mar 23(707): PG51. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 57773772.

21. John Evan Froom. The Market Takes Shape. InternetWeek. 1998 Mar 23(707): PG51. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27671767.

After a fitful start, the electronic-commerce server software market is taking shape. Some might say progress is not quick enough for a market that analysts predict will top \$3 billion by the year 2003, but momentum is building. Previously, vendors addressing very different needs were routinely lumped together like cattle. In interviews, 10 Internet-commerce platform vendors discuss market trends, points of differentiation, and analysis. The consensus: platforms for retail commerce are secondary; demand for business-to-business tools defines the market. The executives interviewed include: 1. Ariba Technologies Inc.'s Keith Kratch, 2. Commerce One Inc.'s Mark Hoffman, 3. Elekom Corp.'s Norman Behar, and 4. BroadVision Inc.'s Pehong Chen.

22. Leslie Goff. Put down the dust mop Granny, and let's sell cee-ment ponds in cyberspace. Computerworld. 1998 Aug 24;32(34): 58-59. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 33347124.

Greybeard's Tobacco and Coffee (www.greybeards.com) has set up shop in cyberspace. Greybeard's long-distance business has doubled to about 8% of the store's \$700,000 in annual revenue since launching its Web site. The site illustrates how mom-and-pop shops are boasting the appearance of big businesses on the Web and transcending borders to reach far-flung customers. A depth of selection of merchandise, detailed product information written with flair and professional, high-quality graphics can all work together to make even the most humble enterprise look like a big-time operation. Among small businesses with Internet access, E-mail is the most common application.

23. Marianne Kolbasuk McGee. Standards for comparison. InformationWeek. 1998 Jun 8(685): 30. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30096507.

RosettaNet, a group of 28 IT companies and users developing standards for describing computer products sold online, has completed its first round of work. The effort has produced standards for identifying and describing memory chips, software, notebook computers, and product catalog information. The group is setting up a common numbering system for identifying IT products, parts, and components online.

24. Melissa Larson. Search for the secure transaction; Barriers to E-Commerce falling. Quality. 1998 Aug 1;37(8): 61-63. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32748366.

According to a recent survey sponsored by Visa International and the Thomas Register, 70% of 2,000 corporate purchasing decision-makers polled said they are not currently buying over the Internet because of security concerns - preferring instead to use the telephone, mail, and fax. However, the study also reported that nearly 21% of these respondents, from a variety of sectors such as manufacturing, engineering, government, wholesale, and retail, plan to make more than half of their purchases over the Internet by the end of 1998. Even the federal government, long considered clunky when it comes to new technology, gets it. The General Services Administration's online commerce program, dubbed Advantage, is growing at a clip of more than 400% per year and has booked \$18 million in sales so far this fiscal year. To ensure security, GSA uses the Netscape-developed Secure Sockets Layer technology, which appears to be the closest thing yet to an industry security standard for business for business-to-business Internet purchasing. The lure of the coming Internet-commerce boom will probably spur solutions to most of the technical worries a company may now be experiencing about doing business electronically.

25. Mike Plonien. Electronic Commerce on the Internet. The CPA Journal. 1998 May 1;68(5): 82-84. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29430294.

With the backing of the federal government, the Internet is now an essential marketing and sales channel. Though delivering electric customer information is relatively simple, exchanging electronic funds is not. New technology must be widely adopted that provides rapid and secure sales transactions. Electronic funds transfer (EFT) is one of the keys to effective Internet commerce. However, in the wrong hands, EFT authorizations can open the drawers to a company's bank account. Secure credit card transactions on the Internet generally involve using an intermediary service such as CyberCash.

26. Nelson King. The store's the thing. DBMS. 1998 Sep 1;11(10): 61-63. In: ProQuest Computing [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32821233.

A commentary discusses problems encountered in building an online store from scratch.

27. Rochelle Kass. Searching for that little something extra. Insurance & Technology. 1998 Aug 1;23(8): E4-E5. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 33438556.

In order to remain competitive, many insurance providers are implementing some form of electronic commerce to reduce costs and increase productivity. To date, however, the insurance industry has achieved not true e-commerce, but the proliferation of the Internet as a business tool. Its evolution into intranets and extranets is bringing the industry closer than ever before to realizing this goal. Extranets, in particular, may prove to be the elusive treasure, but success will depend on the industry's ability to conform to uniform standards for data transmission.

28. Terrence Belford, For The Financial Post. Rise of e-merchant class :[Weekly Edition]. Financial Post. 1998 Mar 14 R28. In: Canadian Newsstand Complete [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30919611.

If you've ever ordered anything from a catalogue, used a credit card to pay for a meal in a restaurant, read a newspaper to track your favorite stock, sent a telegram or written a cheque, you shouldn't be afraid of e-commerce.

"Everything ever invented for personal use eventually gets used for business, too," says Marilyn Beaton, electronic commerce marketing manager at IBM Canada. "It's inevitable. Look at the telegraph and Morse code. Look at the telephone. It's the same with computers and the Internet. First, they were used for personal reasons. Now they've become the backbone of business. But let's take a breather here and sort out some basics. The general world of e-commerce seems to split neatly into two quite separate realms. There's e-merchandising, which is not just selling stuff electronically using the Web or special software and a modem, but, also, providing any service to suppliers or customers. That could mean product information, credit card enrollment, orders for parts or supplies or anything else tied up with moving product off the shelves.

29. IBM Corp. unveils three Web site starter packages. Report on Electronic Commerce. 1998 Mar 24;5(6): 14-15. In: ProQuest Computing [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27817490.

In March 1998, IBM Corp. unveiled 2 new versions of its IBM Net.Commerce Internet commerce server and another new version of its Lotus Domino.Merchant. IBM also introduced a commerce extensibility framework - a set of open programming interfaces designed to help customers develop seamless, real-time links between Net.Commerce and other applications.

30. IBM: IBM Commerce Server family extends e-business to companies of all sizes. M2 Presswire. 1998 Mar 12 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27149813.

At Spring Internet World, IBM today announced the availability of a family of commerce servers that make it possible for companies of all sizes to reap the rewards of e-business. With two new versions of IBM Net.Commerce* and a new version of Lotus Domino.Merchant*, IBM offers three solutions tailored to meet the individual needs of e-businesses that want to begin conducting secure electronic commerce.

In addition, IBM announced a commerce extensibility framework, a set of open programming interfaces that make it easy for customers and other software vendors to develop seamless, realtime linkages between Net.Commerce and other applications. Based on Java, the framework includes a set of adapters between Net.Commerce and other business systems, such as inventory management systems. Enterprise resource planning (ERP) software vendors are using the framework to link their applications with Net.Commerce so that customer, order, product information and transactions flow smoothly between the two systems.

"The commerce extensibility framework will make it significantly easier to integrate Net.Commerce into all of the existing systems that companies use today to run their businesses. And with our family of commerce servers, IBM now offers a scalable, flexible solution for every size and type of e-business that wants to take advantage of the tremendous opportunity to reach new and existing customers through the Internet," said Karl Salnoske, general manager of electronic commerce, IBM Internet Division. "Whether a customer is just getting started or in need of a full-function electronic commerce Web site that links all of their other business systems, IBM has the right commerce server solution."

31. IBM: IBM Internet commerce offerings accelerate move to e-business. M2 Presswire. 1998 Mar 12 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27149811.

M2 PRESSWIRE-12 March 1998-IBM: IBM Internet commerce offerings accelerate move to e-business (C)1994-98 M2 COMMUNICATIONS LTD

IBM today announced a range of new e-business offerings designed to exploit customers' current investments and help move their businesses to the Web. Included in the announcements made at Spring Internet World, is the general availability of a robust family of commerce servers and expansion of the CommercePOINT* payment family of products to multiple platforms. IBM also announced a new framework designed to allow developers to more quickly integrate IBM Net.Commerce* with their enterprise resource planning applications.

* Net.Commerce START includes the commerce server plus Store Creation Wizard, IBM CommercePOINT eTill for online payments using the Secure Electronic Transaction SET protocol, Domino.Web* and Lotus Go Server* compatibility. Net.Commerce START is offered with SmoothSTART, a service aimed at small-to-medium-sized businesses that choose IBM Global Services* or an IBM Business Partner to help implement their e-commerce site quickly.

32. IBM: Lotus continues to accelerate into small and medium-size marketplace. M2 Presswire. 1998 Mar 27 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27954557.

-- Newest versions of Domino Intranet Starter Pack, Domino.Merchant Server Pack and Instant! TEAMROOM available within 30 days

Lotus today announced that it will begin shipping Domino Intranet Starter Pack 2.0 and Domino.Merchant 2.0 Server Pack within two weeks. These solutions allow small and medium-sized businesses (SMB) to quickly and cost-effectively implement intranet and e-business solutions that leverage Domino, the industry's leading messaging and groupware solution. Domino Intranet Starter Pack 2.0, a powerful yet easy-to-use intranet solution that delivers world class messaging, enables growing businesses to quickly realize the productivity benefits of standards-based Internet mail, group calendaring, faxing, information sharing and network collaboration.

Domino.Merchant 2.0 Server Pack is a complete, customizable software solution that helps smaller, growing businesses take maximum advantage of leading edge Internet commerce technologies. This award-winning product provides everything required to deploy an Internet commerce-enabled Web site quickly and easily, with minimal Internet programming experience. Lotus also announced today that an updated version of Instant!TEAMROOM, Lotus' first Instant!-branded, user-initiated groupware application, will be available to Lotus 'Net Service Providers (NSPs) in April. These three offerings comprise the cornerstone of Lotus' overall SMB initiative, designed to provide small and medium-sized businesses with easy-to-use, collaborative solutions that leverage the powerful, inherent capabilities in Domino, such as workflow, security and replication, to effectively communicate among employees, partners, vendors and customers.

33. IBM: Lotus launches online storefront to provide referrals to resellers. M2 Presswire. 1998 Jun 1 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29841086.

Lotus Development Corp. today launched LotusStore (www.lotus.com/store), a comprehensive on-line storefront that displays and details Lotus products. Based upon Lotus Domino. Merchant technology, LotusStore offers visitors a centralized resource for viewing information on Lotus products in an easy, convenient way while directing prospective buyers to resellers and channel partners for purchase.

"With LotusStore, we're using Lotus technologies to create an easy way for customers to purchase products, while simultaneously connecting purchasers to our resellers," said Denise Clancey, senior director, Interactive Marketing Group. "With LotusStore, we're demonstrating how Lotus and its partners can create an electronic selling chain."

LotusStore is designed as a comprehensive centralized source for Lotus products. Upon selecting a product, the first purchase option is "Purchase from a Lotus Reseller," which will link prospective buyers to a list of Lotus resellers. Customers are presented with a significant incentive to purchase from the channel due to cost savings realized by purchasing Lotus products directly from resellers.

34. IBM: Lotus launches online storefront to provide referrals to resellers. M2 Presswire. 1998 May 29 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29796981.

Lotus Development Corp. today launched LotusStore (www.lotus.com/store), a comprehensive on-line storefront that displays and details Lotus products. Based upon Lotus Domino. Merchant technology, LotusStore offers visitors a centralized resource for viewing information on Lotus products in an easy, convenient way while directing prospective buyers to resellers and channel partners for purchase.

"With LotusStore, we're using Lotus technologies to create an easy way for customers to purchase products, while simultaneously connecting purchasers to our resellers," said Denise Clancey, senior director, Interactive Marketing Group. "With LotusStore, we're demonstrating how Lotus and its partners can create an electronic selling chain."

LotusStore is designed as a comprehensive centralized source for Lotus products. Upon selecting a product, the first purchase option is "Purchase from a Lotus Reseller," which will link prospective buyers to a list of Lotus resellers. Customers are presented with a significant incentive to purchase from the channel due to cost savings realized by purchasing Lotus products directly from resellers.

35. IT interoperability initiative gains support. Automatic I.D. News. 1998 Aug 1;14(9): 1. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32820826.

36. Ingram Micro and pcOrder(R) Form Strategic Partnership to Transform The Way Computer Resellers and Their End Users Buy Computers Over the Web. PR Newswire. 1998 Sep 8 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 33706832.

SANTA ANA, Calif. and AUSTIN, Texas, Sept. 8 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM), the world's leading wholesale distributor of technology products and services, and pcOrder.com, Inc., a leading provider of electronic commerce technology and content for the computer industry, have formed a strategic partnership that allows Ingram Micro to license pcOrder technology and content to link -- for the first time -- buyers, sellers and assemblers of major brand-name PC manufacturers, including Compaq, IBM, Hewlett-Packard, and private label PCs through a truly seamless electronic-commerce system. Using Ingram Micro's vast network of resellers, PC buyers now will be able to order custom-configured PCs from Ingram Micro's component inventory -- the world's largest -- more economically and efficiently.

The agreement allows Ingram Micro to integrate pcOrder's e-commerce technology and product compatibility data into all of Ingram Micro's internal, reseller and end customer-focused e-commerce solutions, including ingrammicro.com, the company's Web site; SpeedSource, its Java (TM)-based transaction tool; and PrimeAccess, the reseller Web storefront product. Ingram Micro will also utilize components of pcOrder's technology for EDI and Inside Line, the company's real-time ordering link to its host inventory and ordering system. The agreement also places pcOrder's sales productivity and configuration tools on the desktops of Ingram Micro's internal sales force.

The partnership will improve the channel's delivery time and build-to-order convenience.

37. Jonathan W Palmer, David A Griffith. Information intensity: A paradigm for understanding Web site design. Journal of Marketing Theory and Practice. 1998 Jul 1;6(3): 38-42. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 38942764.

Information intensity (cf., McFarlan 1984; Porter and Millar 1985), regarding an organization's products and value chain, is suggested as a paradigm that can be used to understand the marketing activities of organizations on the World Wide Web. An organization's information intensity of product offering and value chain may determine their Web site design. Web site design characteristics, such as media richness, promotional activities, online sales, etc., may be more effective when matched with the information intensity aspects of the firm.

38. LOTUS: Lotus launches online storefront to provide referrals to resellers. M2 Presswire. 1998 May 28 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29796968.

CAMBRIDGE, Mass. -- Lotus Development Corp. today launched LotusStore (www.lotus.com/store), a comprehensive on-line storefront that displays and details Lotus products. Based upon Lotus Domino. Merchant technology, LotusStore offers visitors a centralized resource for viewing information on Lotus products in an easy, convenient way while directing prospective buyers to resellers and channel partners for purchase.

"With LotusStore, we're using Lotus technologies to create an easy way for customers to purchase products, while simultaneously connecting purchasers to our resellers," said Denise Clancey, senior director, Interactive Marketing Group. "With LotusStore, we're demonstrating how Lotus and its partners can create an electronic selling chain."

LotusStore is designed as a comprehensive centralized source for Lotus products. Upon selecting a product, the first purchase option is "Purchase from a Lotus Reseller," which will link prospective buyers to a list of Lotus resellers. Customers are presented with a significant incentive to purchase from the channel due to cost savings realized by purchasing Lotus products directly from resellers.

39. Lotus Continues To Accelerate Into Small and Medium-Size Marketplace. PR Newswire. 1998 Mar 26 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 27815211.

CAMBRIDGE, Mass., March 26 /PRNewswire/ -- Lotus today announced that it will begin shipping Domino Intranet Starter Pack 2.0 and Domino.Merchant 2.0 Server Pack within two weeks. These solutions allow small and medium-sized businesses (SMB) to quickly and cost-effectively implement intranet and e-business solutions that leverage Domino, the industry's leading messaging and groupware solution. Domino Intranet Starter Pack 2.0, a powerful yet easy-to-use intranet solution that delivers world class messaging, enables growing businesses to quickly realize the productivity benefits of standards-based Internet mail, group calendaring, faxing, information sharing and network collaboration.

Domino.Merchant 2.0 Server Pack is a complete, customizable software solution that helps smaller, growing businesses take maximum advantage of leading edge Internet commerce technologies. This award-winning product provides everything required to deploy an Internet commerce-enabled Web site quickly and easily, with minimal Internet programming experience. Lotus also announced today that an updated version of Instant!TEAMROOM, Lotus' first Instant!-branded, user-initiated groupware application, will be available to Lotus 'Net Service Providers (NSPs) in April. These three offerings comprise the cornerstone of Lotus' overall SMB initiative, designed to provide small and medium-sized businesses with easy-to-use, collaborative solutions that leverage the powerful, inherent capabilities in Domino, such as workflow, security and replication, to effectively communicate among employees, partners, vendors and customers. Domino Intranet Starter Pack 2.0 is a packaged intranet solution that includes the Lotus Domino server, a choice of five Lotus Notes 4.6 clients or Microsoft Internet Explorer 4.0/Netscape Navigator 4.0 Web browsers, Internet mail and calendaring, and 12 ready-to-work business applications. Once deployed, users benefit from communication with Internet mail, phone directory, document sharing and online discussions. Customers also can automate business processes by using customer, project and account management applications, and create an engaging Web site with a few simple steps.

40. Lotus Launches On-line Storefront to Provide Referrals to Resellers. PR Newswire. 1998 May 27 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29732644.

CAMBRIDGE, Mass., May 27 /PRNewswire/ -- Lotus Development Corp. today launched LotusStore (www.lotus.com/store), a comprehensive on-line storefront that displays and details Lotus products. Based upon Lotus Domino.Merchant technology, LotusStore offers visitors a centralized resource for viewing information on Lotus products in an easy, convenient way while directing prospective buyers to resellers and channel partners for purchase.

"With LotusStore, we're using Lotus technologies to create an easy way for customers to purchase products, while simultaneously connecting purchasers to our resellers," said Denise Clancey, senior director, Interactive Marketing Group. "With LotusStore, we're demonstrating how Lotus and its partners can create an electronic selling chain."

LotusStore is designed as a comprehensive centralized source for Lotus products. Upon selecting a product, the first purchase option is "Purchase from a Lotus Reseller", which will link prospective buyers to a list of Lotus resellers. Customers are presented with a significant incentive to purchase from the channel due to cost savings realized by purchasing Lotus products directly from resellers.

41. NetResults Ships ProShop for Business-to-Business E-commerce. PR Newswire. 1998 Aug 28 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 33471595.

PALO ALTO, Calif., Aug. 28 /PRNewswire/ -- NetResults Corporation announced the immediate availability of ProShop 2.03, an integrated and easy-to-use electronic commerce system for creating and operating on-line business-to-business (b-to-b) Web stores. ProShop is especially suited for vendors (such as office supply companies, computer supply companies, computer vendors, electronic parts distributors) that want to make it easy for their major corporate customers to shop from them, by providing each corporate customer with an individualized store. Each of these stores can have its unique product items and unique pre-negotiated prices.

42. Ninth annual Resellers' Choice Awards. Computer Dealer News. 1998 Jul 6;14(26): Insert 1-38. In: ProQuest Computing [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 634209831.
43. Philippines: Local online shoppers increasing. Computerworld Philippines. 1998 Jul 15 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32259236.

"E-commerce is critical to the Philippines if we are going to move towards a leadership position versus the rest of the Internet world," says [Perkins]. "The Internet is an area where Filipinos can compete on an equal basis, at par with the US."

IBM Philippines president Ramon Jocson cites several factors which could impede the growth of online shopping in the Philippines:

Perkins concurs. "The problem in the Philippines is that the country did not have a history of credit card usage nor home shopping," he says. He says the problem arises from the confirmation of the order, credit card validation, and the actual delivery of the goods.
44. SAQQARA Joins RosettaNet to Help Improve Efficiency of Its Supply Chain. PR Newswire. 1998 Jun 8 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30033880.

SUNNYVALE, Calif., June 8 /PRNewswire/ -- SAQQARA Systems, Inc, a leading supplier of catalog management software for business-to-business electronic commerce, today announced its support of RosettaNet, a global initiative to adopt common business processes created to advance IT supply chain interaction worldwide.

RosettaNet involves key companies in the IT supply chain who have taken responsibility for helping to define and adopt these business processes. As a RosettaNet partner, SAQQARA is involved as a project leader for the architectural design of the standard. SAQQARA will be responsible for promoting the standard by enabling its catalog management software to implement the agreed upon business process.
45. Scott J Takacs, Jon B Freiden. Changes on the electronic frontier: Growth and opportunity of the World-Wide Web. Journal of Marketing Theory and Practice. 1998 Jul 1;6(3): 24-37. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 38942761.

Interest in marketing applications pertaining to the Internet has been increasing dramatically. In an earlier work (Freiden and Takacs 1995), the authors proposed that there would be opportunities for an expanded role for promotional activities on the Internet. This paper presents data from a longitudinal analysis of these activities on the World Wide Web to determine which of these opportunities have been fulfilled. The authors had suggested that the fledgling Web represented a significant opportunity for business, and that some businesses more than others would seize the moment. Research on characteristics of users is discussed, as well as implications for marketing strategies.
46. Tanya Helenius, J C Louis. On the road with regional brokers. Wall Street & Technology. 1998 Jul 1;16(7): S18-S25. In: ABI/INFORM Global [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 30420950.

Following an agreement with Plaid Brothers Software, Advest Inc. is rolling out its new Internet-based Contact Management and Portfolio Management System. The central-server application will interlink all of Advest's 86 retail office locations and provide cost-basis information on client statements. Dain Rauscher uses Brass for equity trading and Bloomberg for institutional fixed income trading. First Albany Corp. has deployed Virtual Private Networks, which extends intranet functionality by allowing access over leased lines from any point at any time. Another goal is to leverage the IP network to facilitate voice and fax communications over the frame relay network. At J. C. Bradford & Co., retail brokerage workstations run on a Windows NT platform, keyed into a corporate network of about 200 Compaq, Sun, and Digital Alpha servers, accessible via TCP/IP over AT&T's frame relay services. Jeffries & Co.'s short list of IT projects includes preparing for Year 2000 and migrating to NT 4.0 on the desktop and server.

47. Tech Data to Distribute Integrated Caching Solution from IBM, Novell and Digi. PR Newswire. 1998 Aug 5 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 32656999.

PROVO, Utah, Aug. 5 /PRNewswire/ -- Internet software leader Novell Inc. (Nasdaq: NOVL), today announced that master distributor Tech Data Corporation will be distributing the integrated caching solution announced in May in partnership with Digi International (Nasdaq: DGII) and IBM. Internet Service Providers (ISPs) and Web -- enabled businesses alike can implement this caching solution to speed user access to popular Web information, reduce network bandwidth requirements, and accelerate any Web site.

This joint solution, now available from Tech Data, integrates Digi Datafire(R) SYNC/570 high-performance communications adapters with IBM's Netfinity 3000 server and Novell's BorderManager FastCache(TM), the industry's fastest and most scaleable Internet caching software for Web-enabled businesses and ISPs. It is designed to meet the requirements of any company that extends their business to the Internet, intranets and the World Wide Web. Customers can configure the solution at the border of any UNIX, NT, or NetWare network. By accelerating Internet performance, the solution can help make business employees more productive, lower bandwidth costs, and provide a cost-effective alternative to upgrading overburdened Web servers. BorderManager FastCache is an easily administered caching solution that includes proxy caching, hierarchical network caching and Web server acceleration services. As reported by the independent testing authority Mindcraft, Inc., www.mindcraft.com BorderManager FastCache processes 4,055 hits per second or 350 million hits per day. Unlike other proxy caches that require expensive hardware platforms and cache farms to scale the Internet, BorderManager FastCache delivers this phenomenal performance on a single Intel Pentium II processor. BorderManager FastCache increases the responsiveness and capacity of any NT, NetWare or Unix Web server. In fact, according to Mindcraft, BorderManager FastCache scales a Sun Unix Web server more than 700 percent.

48. U.A.E.: INTERNETWORKING MARKET (1). Industry Sector Analysis. 1998 Sep 1 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 38624849.

49. UPS Launches ec.ups.com; Innovative web resource to promote wider understanding and adoption of E-commerce solutions. PR Newswire. 1998 May 27 1. In: Business Dateline [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29732694.

ATLANTA, May 27 /PRNewswire/ -- UPS has launched www.ec.ups.com, an innovative web site to serve as an information clearinghouse for those exploring ways to transact business over the Internet. The site also provides information on electronic commerce solutions offered by seven leading technology companies with which UPS has strategic alliances to provide a variety of software tools enabling businesses of any size to develop a web site and transact business over the Web.

The new UPS site provides background on E-commerce tools and strategies ranging from simple entry-level software to advanced solutions that integrate a company's entire business processes. It showcases electronic commerce solutions provided by AT&T, Harbinger, IBM, iCat, Lotus, Open Market and Pandesic. The products incorporate various UPS functions, from tracking and rating to complete shipment processing, including international documentation preparation and label printing that are available through integration with UPS OnLine Professional.

"We have sifted through the E-commerce noise to provide our customers with valuable information about doing business via the Internet," said Dale Hayes, UPS vice president of marketing.

"Opening a channel to leading E-commerce companies to provide superior solutions to our customers is important to UPS. It is an exciting innovation that is part of our overall strategy of collaborating, not competing, with technology leaders to bring the best solutions to the table."

50. UPS: Innovative web resource to promote wider understanding and adoption of E-commerce solutions. M2 Presswire. 1998 May 28 1. In: ProQuest Newsstand [database on the Internet] [cited 2011 Mar 21]. Available from: <http://www.proquest.com/>; Document ID: 29796810.

UPS has launched www.ec.ups.com, an innovative web site to serve as an information clearinghouse for those exploring ways to transact business over the Internet. The site also provides information on electronic commerce solutions offered by seven leading technology companies with which UPS has strategic alliances to provide a variety of software tools enabling businesses of any size to develop a web site and transact business over the Web.

The new UPS site provides background on E-commerce tools and strategies ranging from simple entry-level software to advanced solutions that integrate a company's entire business processes. It showcases electronic commerce solutions provided by AT&T, Harbinger, IBM, iCat, Lotus, Open Market and Pandesic. The products incorporate various UPS functions, from tracking and rating to complete shipment processing, including international documentation preparation and label printing that are available through integration with UPS OnLine Professional.

"We have sifted through the E-commerce noise to provide our customers with valuable information about doing business via the Internet," said Dale Hayes, UPS vice president of marketing.

"Opening a channel to leading E-commerce companies to provide superior solutions to our customers is important to UPS. It is an exciting innovation that is part of our overall strategy of collaborating, not competing, with technology leaders to bring the best solutions to the table."